

Message Text

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ACTION OPIC-06

INFO OCT-01 AF-06 ISO-00 EB-07 /020 W
----- 085059

R 181216Z DEC 75
FM AMEMBASSY MBABANE
TO SECSTATE WASHDC 8940
INFO AMEMBASSY GABORONE
AMEMBASSY MASERU
AMEMBASSY PRETORIA
AMCONSUL JOHANNESBURG

UNCLAS MBABANE 2085

DEPT PLEASE PASS OPIC

E.O. 11652: N/A

TAGS: EFIN

SUBJECT: TINKABI TRACTOR PROJECT

REF: STATE 292305 (NOTAL)

1. EMBASSY HAS INFORMED BOTH ALAN CATTERICK AND HENRY NATHAN OF GORDON

GARIS' INTENDED VISIT TO SWAZILAND IN JANUARY. BOTH WELCOME OPORTUNITY

TO GIVE MR. GARIS COMPLETE BRIEFING.

2. RECENTLY COMPLETED FINANCIAL STUDY OF NIDCS TRACTOR PROJECT HAS
BEEN SENT TO MS. BONNY HENDERSON, OPIC, VIA INTERNATIONAL AIR
MAIL FOR MR GARISA.

3. THE FOLLOWING INFORMATION IS PROVIDED TO QUESTIONS POSED PARA 3,
REFTEL:

A. EQUITY, NIDCS INDICATED THAT THE AMERICAN PARTNER COULD NOT
BE ALLOWED TO HOLD A MAJORITY INTEREST IN THE PROJECT, MR. NATHAN
DID STATE, HOWEVER, THAT AN AMERICAN FIRM COULD HOLD 40-49
PERCT.

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B. TRANSPORTATION ROUTES TO RSA: TRACTORS FOR NATAL AND LESOTHO WOULD MOVE BY ROAD TO RAILHEAD AT GOLLEL (100 MILES). TRACTORS FOR THE JOHANNESBURG-PRETORIA AREA WOULD MOVE TO BREYTON BY ROAD (50 MILES) AND FROM THERE BY RAIL.

C. DISTRIBUTION: NIDCS WILL TAKE CARE OF DISTRIBUTION WITHIN SWAZILAND. NIDCS EXPECTS FOREIGN PARTNER TO MARKED TINKABI WITHIN RSA.

D. FINANCING: THE SWAZILAND CREDIT AND SAVINGS BANK FINANCES THE PURCHASER OF THE TRACTOR WITHIN SWAZILAND. IN THE RSA, NIDCS HAS HAD TALKS WITH THELANTU INVESTMENT CORPORATION AND THE XHOSA DEVELOPMENT CORPORATION. BOTH INDICATED STRONG INTEREST IN ASSISTING SMALL AFRICAN FARMER TO PUSH TO PURCHASE TRACTOR.

E. SERVICING: NIDCS UNDERTAKES SERVICING OF TRACTORS WITHIN SWAZILAND.

4. MR. NATHAN IS FAMILIAR WITH FOSTER-WHEELER, HAVING DEALT WITH SOUTH AFRICAN SUBSIDIARY. HE IS VERY INTERESTED IN DISCUSSING TINKABI TRACTOR WITH MR. GARIS UPON HIS ARRIVAL IN SWAZILAND. PRINGLE

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